



August 31, 2009

## Broker Buzz

### Join Us for MVP Health Care's Fall 2009 All Regional Broker Breakfast Meetings

Our agenda will include exciting 2010 updates on an array of products and wellness enhancements. We'll also present our fall open enrollment marketing and advertising campaign, as well as an overview of our innovative marketing plans.

#### Golf Clinic

Pursue your passion! Improve your game! Join us for a one-hour golf clinic!

At each of our clubhouse meeting locations, we are offering a hands-on clinic, where golf pros will give you tips and demonstrations to improve your game. The clinic will focus on driving, chipping and putting skills.

Clinics run from 7:30 a.m. to 8:30 a.m., just before the breakfast meeting!

To attend the meeting and participate in the Golf Clinic, please contact Carmela Pasquarella at 518.388.2047 or [cpasquarella@mvphealthcare.com](mailto:cpasquarella@mvphealthcare.com).

#### Rochester Regional Broker Meeting

Wednesday, September 23, 2009

8:30 a.m. - 11:00 a.m.

Eagle Vale Golf Course

4344 Nine Mile Point Road  
Fairport, NY 14450  
(585) 377-5200

**Central New York Regional Broker Meeting**

Thursday, September 24, 2009  
8:30 a.m. - 11:00 a.m.

Shenendoah Clubhouse  
at the Turning Stone Resort  
5218 Patrick Road  
Verona, NY 13478  
800.771.7711

**Mid-Hudson Regional Broker Meeting**

Wednesday, September 30, 2009  
8:30 a.m. - 11:00 a.m.

Casperkill Golf Club  
2320 South Road (Route 9)  
Poughkeepsie, NY 12601  
845.463.0900

**East Regional Broker Meeting**

Thursday, October 1, 2009  
8:30 a.m. - 11:00 a.m.

The Edison Club  
891 Riverview Road  
Rexford, NY 12148  
518.399.2393

**New Hampshire Regional Broker Meeting**

Wednesday, October 7, 2009  
8:30 a.m. - 11:00 a.m.

Concord Country Club  
22 Country Club Lane  
Concord, NH 03301  
603.228.0232

**Vermont Southern Regional Broker Meeting**

Thursday, October 8, 2009  
8:30 a.m. - 11:00 a.m.

Woodstock Inn & Resort  
Fourteen The Green  
Woodstock, VT 05091  
802.457.6631

**Vermont Northern Regional Broker Meeting**

Friday, October 9, 2009  
8:30 a.m. - 11:00 a.m.

Basin Harbor Club  
4800 Basin Harbor Road  
Vergennes, VT 05491  
800-622-4000

## **Obtain Certification to Sell Medicare Advantage for 2010**

All brokers must successfully complete the online Medicare Certification Courses between September 1st and September 30th to sell and qualify for compensation for Medicare Advantage product sales in 2010. These products are available in Bennington County, Vermont.

Brokers who successfully completed the 2009 certification are only required to take the following courses:

- Course 6: Assessment Exam
- Course 7: This Year's Changes and Refresher
- Course 8: MVP's Medicare Advantage Product Overview for Employer Groups

New users will be required to take the following courses:

- Course 1: Introduction and Medicare Basics
- Course 2: Part C or Medicare Advantage
- Course 3: Part D or Medicare Prescription Drug Coverage
- Course 4: Enrollment
- Course 5: Regulatory Requirements
- Course 6: Assessment Exam
- Course 8: MVP's Medicare Advantage Product Overview for Employer Group - and 10 question exam

AHIP/CMS: MVP Health Care accepts the 2010 America's Health Insurance Plans (AHIP) or the CMS Training Certification in place of our own basic training. After furnishing your training certificate to MVP you are only required to take "Course 8: Medicare Advantage Product Overview for Employer Groups" to qualify to sell our Medicare Advantage Products.

CMS defines successful completion as a cumulative average test score of 85% or higher.

Thank you for working with MVP Health Care and selling our Medicare Advantage products. We look forward to working with you.

If you have any questions about the training, contact Corey Campbell at 585-327-2359 or [ccampbell@mvphealthcare.com](mailto:ccampbell@mvphealthcare.com).

**Reminder about CMS Section 111 Mandate**

MVP Health Care has been directed by the Centers for Medicaid and Medicare Services (CMS) to collect and report Social Security Numbers (SSNs) (or HICNs) and EINs to ensure proper coordination of benefits. In order for Medicare to properly coordinate Medicare payments with other insurance and/or workers' compensation benefits, Medicare relies on the collection of both the SSN or HICN and the EIN.

MVP Health Care is working with HealthScape Advisors, LLC, to help the company meet CMS requirements to collect this information. The CMS mandate can be found by clicking [here](#).

This effort will include all MVP plans, group and individual, fully insured and self insured, and Medicaid.

MVP's Preferred Gold HMO (Medicare Advantage) will not be included in this effort.

#### **Activity Status**

MVP/HealthScape Advisors is currently sending a survey to employer groups that have MVP plans described above. The survey asks for employee and dependent SSNs and HICNs (Medicare Health Insurance Claim Numbers), if available.

We will keep you informed of our efforts to collect this information. If you have any questions about this process, please call your Account Representative.

### **Enhanced Security for Online Applications**

During the weekend of August 22, MVP released security updates to our online applications.

As a result, brokers had to reset their passwords. If you have already done this since August 24, you do not need to do it again.

Please accept our apologies for any inconvenience this may have caused you. If you are experiencing difficulties logging in please contact MVP's eSupport Help Desk at 1-888-656-5695. If you are having trouble performing online tasks, please contact your Account Representative.

### **Formulary Updates**

#### **Updates Effective August 1, 2009**

##### **Growth Hormone Policy**

- coverage criteria for SGA/IUGR was added
- additional criteria was added for PWS
- GH provocative tests added to criteria
- criteria added for GHD in adults

##### **Biologic Drug Therapy for Inflammatory Arthritis Policy**

- criteria was added for Rituxan® when used for re-treatment

### **Medication for Smoking Cessation Policy**

- coverage will be provided, with prior authorization, for Nicotrol® and brand Zyban® when medically necessary

### **Intranasal Corticosteroids Policy**

- new policy
- Nasonex® will move to formulary, Tier 2
- Nasacort AQ® and Rhinocort Aqua® will move to non-formulary, Tier 3
- all non-formulary intranasal corticosteroids will require prior authorization
- criteria will require that member has failed or has a contraindication to a generic and formulary brand (Nasonex®) product

### **The following policies were reviewed and approved with no changes to criteria:**

- Leukotriene Modifiers
- Advanced Agents for Pulmonary Hypertension
- Xolair®
- Cystic Fibrosis
- Patient Medication Safety

### **Medications removed from prior authorization status:**

Sancuso® (quantity limits apply), Keppra XR®, Xenazine®, Aplenzin®, Xyzal® and Zingo® (medical) no longer require prior authorization. Except as noted, all medications are non-formulary, Tier 3.

### **Formulary Update for Commercial (non-Medicare Part D) Members**

Unless otherwise noted, the following Formulary information is effective August 1, 2009.

### **New Drugs (newly approved by the FDA), prior authorization required, Tier 3)**

Coartem®	Ixiaro® (medical benefit)
Afinitor® (must obtain from CuraScript®)	Uloric®
Degarelix	Nucynta®
Edluar®	Temodar® IV (medical benefit)
Tobradex® ST	

### **Drugs Added to Formulary**

amphetamine salts (generic Adderall XR®)  
 topiramate (generic Topamax®)  
 liothyronine (generic Cytomel®)  
 Apidra® SoloStar  
 Nasonex®

### **Drugs Removed from Formulary\***

Adderall XR®	Topamax®
Cytomel®	Nasacort AQ®

Rhinocort Aqua®

\*Impacted members on drugs removed from the formulary will receive a letter if further action is required (for example, contacting the prescriber for a formulary alternative).

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